



# Your Plan for a Power Start



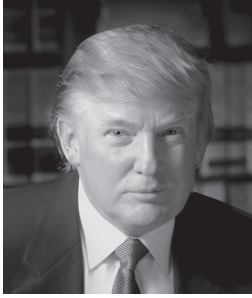
— Wealth and You

*Donald Trump and  
the Trump University Wealth Faculty*

— The Action Mindset

*Dolf de Roos*





*Donald Trump*

I am especially happy to introduce **The Wealth Builder's Action Plan**. This is a course for doers only. It is taught by world-class experts — the very best people I could find in their fields of knowledge. Follow their guidance, and your life will change dramatically.

Remember, wealth is more than a number on a balance sheet. It is a state of mind, and a way of life. You can adopt that state of mind and embrace that way of life before you make a lot of money. In fact, it is essential that you start right now.

So take action. And enjoy your success.

A stylized, handwritten signature of Donald Trump in black ink. The signature is fluid and cursive, with the first name 'Donald' and last name 'Trump' clearly legible.

Donald J Trump



*Dolf de Roos*

Dolf de Roos is one of America's most sought-after real estate educators. He is the author of five popular real estate books including *The New York Times* bestseller, *Real Estate Riches*. He has also introduced software for analyzing and managing investment property, and he is key a contributor to Donald Trump's flagship home study program, *The Wealth Builder's Blueprint*. He is frequently asked to address investors' conferences and to make radio and TV appearances. While remaining active worldwide with writing and teaching, Dolf de Roos' first passion remains the everyday practice of real estate investing.

## Introduction

Here is a hard truth about financial education. You can consume dozens of books and programs on the hottest money-making ideas and never become rich. Why is that? World-renowned real estate investor Dolf de Roos has researched the question and discovered the answer: wealth creation depends on the right mental attitude. A mindset of lack produces lack; a mindset of abundance produces abundance. Until you change your mind, you will not change your net worth. First retrain your subconscious to be fully prepared for wealth, then tackle the "how-to" aspect of becoming rich. The powerful processes in this program have increased the success rate of Dolf's students from around 5% to over 80%. Now it's your turn!

To follow up with Dolf de Roos, visit [DolfdeRoos.com/trumpu](http://DolfdeRoos.com/trumpu)

Additional Trump University resources available at [TrumpUniversity.com/wealthplan](http://TrumpUniversity.com/wealthplan)

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# My Goal Commitments for This Program

The outcomes I seek from **Your Plan for a Power Start** include:

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I intend to achieve these outcomes by:

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I commit to spending at least \_\_\_\_\_ hours per week for \_\_\_\_\_ weeks to master this program.

Signed:

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\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_

## Action Step 1

# What Is Wealth to You?

Purpose	To know your destination before you start your journey.
Success Tip	“Wealth” means different things to different people. Your definition of wealth should be uniquely your own. This is about more than setting goals, which are important. It is also about more than money. Finding your personal meaning of wealth is about the quality of life you are seeking.
Action	<p><b>Questions to Ask Yourself</b></p> <p>Write out your answers to the following questions:</p> <ol style="list-style-type: none"><li>1. What would I do with my time if I did not have to earn money?</li><li>2. What would my ideal day look like?</li><li>3. What is my highest potential, and how would my life look if I were realizing my potential?</li><li>4. What is the contribution that I wish to make to my family, my community or the world?</li><li>5. How do I want to be remembered?</li></ol>

<p><b>Action</b></p>	<p><b>Know Your Priorities</b></p> <p>Rank these in order of importance:</p> <ul style="list-style-type: none"> <li>___ Freeing your time</li> <li>___ Buying stuff</li> <li>___ Leaving a legacy</li> <li>___ Fulfillment in work</li> <li>___ Having fun</li> <li>___ Charitable contribution</li> <li>___ Other _____</li> </ul> <p><b>What Does It Take?</b></p> <p>Review the list of priorities above, and place a dollar figure beside each: the amount you need to feel “wealthy” in this area.</p> <p><b>Define “Wealth”</b></p> <p>Now write a single sentence that begins: “For me, wealth is...”</p>
<p><b>Self Report</b></p>	<p>Date started:</p> <p>Date completed:</p> <p>Key learning/result:</p>

## Action Step 2

# Change Your Beliefs

<b>Purpose</b>	To change subconscious beliefs that limit your ability to create wealth.
<b>Success Tip</b>	Subconscious beliefs are the ones we carry from childhood, and are more powerful than our conscious ideas. What did your parents and other influential adults believe about money? Those are the beliefs you acquired and still hold today, unless you have made an active effort to retrain your subconscious. Changing beliefs requires time and a great deal of repetition.
<b>Action</b>	<p><b>Identify Your Subconscious Beliefs</b></p> <p>Which of these negative beliefs did your parents or other influential adults communicate to you as a child?</p> <ul style="list-style-type: none"><li>• Money is the root of all evil</li><li>• Rich people are greedy</li><li>• Money is hard to come by</li><li>• It takes hard work to make money</li><li>• It takes a good education to make money</li><li>• It takes luck to make money</li><li>• Other: _____</li><li>• Other: _____</li></ul> <p><b>Create New Beliefs</b></p> <p>Write down at least five positive potential beliefs about money. Where possible, choose positive beliefs that reverse old negatives.</p> <ol style="list-style-type: none"><li>1. _____</li><li>2. _____</li><li>3. _____</li><li>4. _____</li><li>5. _____</li></ol>

<b>Action</b>	<p><b>Imprint Your New Beliefs</b></p> <p>This exercise should be conducted every morning on rising and every evening just before sleep. Do the exercise for a minimum of 30 days – without fail.</p> <p>Read your beliefs aloud – ideally, to another person. If you live alone, find a friend you can call on the phone. Encourage your friend to reciprocate, so you both benefit.</p>
<b>Self Report</b>	<p>Date started:</p> <p>Date completed:</p> <p>Key learning/result:</p>



### Action Step 3

## Lose Your Fear of Money

Purpose	To create a powerful, physical experience of prosperity that will change your subconscious attitudes about money.
Success Tip	Most of us were brought up to be afraid of money, and particularly of large amounts of cash. We were taught not to trust ourselves or others around money. Becoming wealthy means becoming safe with money.
Action	<p>Read the instructions below and note in your journal what emotions or thoughts come up for you. Then follow the instructions.</p> <p>Withdraw \$1,000 from the bank in cash.</p> <p>Place the money in your wallet and carry it around with you for at least 30 days.</p> <p>If you spend any or all of the cash, immediately replace it.</p> <p>If you have no strong feelings about carrying around \$1,000, raise the amount until you do.</p> <p><i>Disclaimer: This exercise is offered as a powerful educational experience. There are obvious risks involved – in fact, the risks are part of the value. You and you alone are wholly responsible for your decision to act on this exercise and for any losses that you might incur.</i></p>
Self Report	<p>Date started:</p> <p>Date completed:</p> <p>Key learning/result:</p>

## Action Step 4

# Check – And Change – Your Attitude to Abundance

<b>Purpose</b>	To instill the habits of “abundance thinking.”
<b>Success Tip</b>	Self-talk is powerful, and in most people much self-talk is negative. Every time you tell yourself “I can’t” or you blame a situation or other person for your experience, you are feeding mental toxins into your subconscious. The good news is, you can change your habits of self-talk through conscious decision and training.
<b>Action</b>	<p><b>Get the Gear</b></p> <p>Obtain a pocket timer of some kind.</p> <p>Set the timer to “buzz” several times a day.</p> <p><b>Take Your Mental Pulse</b></p> <p>For the first seven days, simply note what you are thinking when the timer goes off. Make a snap assessment: Does this thought assume abundance or lack?</p> <p>At the end of the day, take note of the results in your journal.</p> <p><b>Think Abundance</b></p> <p>For the next 30 days, use the same timer for a different purpose. Select your single most powerful new belief about money. Every time the timer buzzes, repeat that belief to yourself.</p>
<b>Self Report</b>	<p>Date started:</p> <p>Date completed:</p> <p>Key learning/result:</p>

## Action Step 5

# Upgrade Your Human Environment

Purpose	To surround yourself with people who encourage your journey to wealth.
Success Tip	Our human environment is the single strongest influence on our outlook, values and actions. If you wish to be wealthy, surround yourself with people who reinforce the qualities you need. It doesn't matter so much how rich they are: it matters what energy they project, and what messages they transmit to your subconscious.
Action	<p><b>Take Stock of Your Current Companions</b></p> <p>Make a list of the people you spend most of your time with. Using the checklist below, assess each of them as objectively as you can for their attitudes, beliefs and energies. You could make a note such as A for excellent, B for moderate and C for poor.</p> <ul style="list-style-type: none"><li>• Love of life</li><li>• Curiosity</li><li>• Care for others</li><li>• Enthusiasm</li><li>• Optimism</li><li>• Creativity</li><li>• Belief in abundance</li><li>• Supportive of your dreams</li></ul> <p><b>Change the Balance</b></p> <p>Find ways to spend more time with your most positive friends and less time with the most negative. This doesn't require you to suddenly "ditch" people. It does require you to take care of yourself. Just as you might choose to leave a smoke-filled room to enjoy the fresh air outside, place yourself among people who lift your spirits and encourage you forward.</p>

<b>Action</b>	<b>Enlarge Your World</b>  Seek new friendships with people who exude the positive qualities you would like to have. And by all means spend time in the company of those who have already achieved wealth and success. Most of them will gladly share their knowledge with you.
<b>Self Report</b>	Date started:  Date completed:  Key learning/result:

## Action Step 6

# Make a Contribution

Purpose	To identify ways you can improve other people's lives or businesses.
Success Tip	<p>As Zig Ziglar says, "You can get whatever you want in life, as long as you help enough other people get what they want."</p> <p>Almost all financial success comes from meeting the needs of others, whether by creating a product, delivering a service, providing a home or increasing knowledge.</p>
Action	<p><b>Know Your Gifts</b></p> <p>Take stock of your gifts and abilities. Be aware of the obvious gifts you use for your current work. Also recall abilities you showed in the past but have let slip through lack of time and opportunity. Ask other people what they think your strengths are. Make a written list of your gifts.</p> <p><b>Look for Needs</b></p> <p>Get in the habit of noticing other people's dreams, aspirations, frustrations and anxieties. Use your journal to record your observations. Don't worry at this stage how you would be able to meet the needs you notice. You are training yourself to spot opportunities for improvement.</p> <p><b>Think Solutions</b></p> <p>Using your journal, compile a list of ways to improve people's lives or businesses. Build your list over a period of 30 days, and make sure you end up with at least 30 ideas. Again, don't worry too much how realistic these ideas are as business concepts. You are getting yourself in the habit of looking for solutions.</p>

<b>Action</b>	<b>Follow the Money</b>  Reviewing your list of solutions, ask yourself about each one: “How might I turn this into a source of revenue?” Even if none of them turns into a job or business venture, you will have started a train of thought that can one day make you wealthy.
<b>Self Report</b>	Date started:  Date completed:  Key learning/result:

# *Dolf de Roos ... Has More to Teach You*

If you've learned from this presentation on the  
*Wealth Builder's Action Plan*, you can find more  
great tools and advice at:

**[DolfDeRoos.com/trumpu](https://DolfDeRoos.com/trumpu)**

For further resources on **Power Start** – check  
out the special interest section at Trump  
University for users of *The Wealth Builder's  
Action Plan*:

**[TrumpUniversity.com/wealthplan](https://TrumpUniversity.com/wealthplan)**

# Credits

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